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# **100 COMPANIES**

**COMPANIES RECEIVING THE LARGEST DOLLAR VOLUME  
OF PRIME CONTRACT AWARDS**

**FISCAL YEAR 1975**

**DEPARTMENT OF DEFENSE  
OASD (COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS  
AND CONTROL**

100 LARGEST DEFENSE CONTRACTORS  
AND THEIR SUBSIDIARY CORPORATIONS

FISCAL YEAR 1975

ISSUED ANNUALLY BY  
DEPARTMENT OF DEFENSE  
OASD (COMPTROLLER)  
DIRECTORATE FOR INFORMATION OPERATIONS  
21 November 1975

**100 COMPANIES AND THEIR SUBSIDIARY CORPORATIONS  
LISTED ACCORDING TO NET VALUE OF MILITARY  
PRIME CONTRACT AWARDS  
FISCAL YEAR 1975**

Department of Defense military prime contracts for research and development, services, construction, and supplies and equipment awarded to United States Contractors totaled \$39,501 million during Fiscal Year 1975, \$5,144 million more than in Fiscal Year 1974. Increased awards for Electronics and Communication Equipment, Petroleum, and Services dominated by large contractors resulted in 68.7 percent of the U. S. total being awarded to the 100 companies which together with their subsidiaries received the largest dollar volume of military prime contracts of \$10,000 or more.

The top 100 companies received \$27.1 billion in defense prime contracts during Fiscal Year 1975 or 68.7 percent of the \$39.5 billion total awarded to all U. S. companies. In Fiscal Year 1974 the top 100 companies received \$24.0 billion or 69.9 percent of the volume of awards placed with all U. S. contractors. The table below shows that the first five companies received 19.7 percent of the total received by all U. S. companies in Fiscal Year 1975, a slightly lower percentage than in Fiscal Year 1974. The largest company in Fiscal Year 1975 received awards totalling \$2,080 million compared with \$1,853 million for the largest company in Fiscal Year 1974. To get on the list in Fiscal Year 1975 required \$44 million in awards, as opposed to \$35 million in Fiscal Year 1974.

**PERCENT OF U. S. TOTAL**

<u>COMPANIES</u>	<u>FY 1972</u>	<u>FY 1973</u>	<u>FY 1974</u>	<u>FY 1975</u>
1st	5.1%	5.3%	5.4%	5.3%
2nd	5.1	4.5	4.3	4.0
3rd	3.9	3.9	3.8	3.5
4th	3.7	3.6	3.5	3.5
5th	3.5	2.8	3.5	3.4
1 - 5	21.3%	20.1%	20.5%	19.7%
6 - 10	13.9	11.7	12.8	13.6
11 - 25	16.0	17.0	17.1	15.3
1 - 25	51.2%	48.8%	50.4%	48.6%
26 - 50	11.5	10.4	10.7	11.2
51 - 75	6.0	5.9	5.6	5.6
76 - 100	3.4	3.5	3.2	3.3
1 - 100	72.1%	68.6%	69.9%	68.7%

Fifteen contractors who did not appear on the list last year are among the top 100 companies this year. Of these, one appears in position 43, one in position 47 and the balance between positions 59 and 100.

<u>Companies Listed in FY 1975</u> <u>But Not in FY 1974</u>	<u>Companies Listed in FY 1974</u> <u>But Not in FY 1975</u> 1/ 2/
A T O, Inc.	Asiatic Petroleum Corp.
Algernon Blair, Inc.	Ayers, N. W. & Son, Inc.
Ashland Oil, Inc.	Bath Industries, Inc.
Clabir Corp.	C C I Corp.
Coastal States Gas Corp.	Cities Service Co.
Continental Oil Co.	City Investing Co.
Loral Corp.	Dynalectron Corp.
Ogden Corp.	Gulf & Western Industries
Pacific Resources, Inc.	Hewlett Packard Co.
Proctor & Gamble Co.	Hoffman Electronics Corp.
Santa Fe Engineers, Inc.	Hunt Building Corp.
Tesoro Petroleum Corp.	I C I United States
Titan Group, Inc.	Seatrains Lines, Inc.
Towne Realty, Woerfel Corp.,	Sun Oil Co.
ETAL JV	Western Union Corp.
Vinnell Corp.	

1/ Asiatic Petroleum Corp. and I C I United States are not listed in Fiscal Year 1975 because it appears that they are foreign owned companies.

2/ Excludes Magnavox Co. which is now a subsidiary of North American Philips Corp.

Of the 85 companies appearing on the list in both Fiscal Year 1974 and Fiscal Year 1975, 39 bettered their position, 42 are in a lower position and 4 showed no change. Companies are considered as appearing on the list in both years despite mergers, acquisitions, divestitures and name changes if a major component of a newly constituted company or the newly constituted company itself made the list as a component of a company in the top 100 in the prior year.

The dollar volume of DoD prime contracts awarded to Grumman Corp. increased by \$656 million over Fiscal Year 1974. This was the largest dollar change occurring and moved this company up in rank from twelfth position in Fiscal Year 1974 to fifth place in Fiscal Year 1975. Other companies with large dollar volume increases were: Lockheed Aircraft Corp., Boeing Co., Hughes Aircraft Co., and United Technologies Corp. Contract awards to Lockheed Aircraft Corp., which went from second place to first place, increased by \$616 million while each of the other

aforementioned companies increased by \$485 million, 201 million, and \$195 million respectively.

In addition to Grumman Corp., other companies with major position changes were: Guam Oil & Refining Co. which went from 78th place to 51st; Sanders Associates, Inc. from 69th to 44th; Hercules, Inc. from 62nd to 41st; Gulf Oil Corp. from 39th to 71st; Lear Siegler, Inc. from 52nd to 82nd; Shell Oil Co. from 59th to 83rd; Avco Corp. from 37th to 60th; and F M C Corp. from 18th to 40th.

Other changes concerning companies on the Fiscal Year 1975 list were: the acquisition by North American Philips Corp. of Magnavox Co. and the name change for United Aircraft Corp., now United Technologies Corp.

Although the contract work of many companies on the list include more than one procurement category, each company has been assigned in the following table to the procurement category that accounts for its largest dollar volume of defense awards; For example, International Telephone and Telegraph Corp. is a multi-industry company producing electronic and communications equipment, and industrial and consumer products. For this table it is assigned to "Electronics", the procurement category accounting for its largest dollar volume of DoD contract awards. On this basis "Aircraft" companies decreased by three from Fiscal Year 1974 to Fiscal Year 1975 while companies engaged in "Construction" increased by three.

<u>Procurement Category</u>	<u>Number of Companies</u>		
	<u>FY 1975</u>	<u>FY 1974</u>	<u>Change</u>
Aircraft	14	17	-3
Missiles	12	13	-1
Ships	4	5	-1
Tank Automotive	7	7	-
Weapons	0	0	-
Ammunition	11	13	-2
Electronics	20	19	+1
Services	11	11	-
Construction	4	1	+3
Petroleum	15	13	+2
Subsistence	1	1	-
Construction Equipment	0	0	-
All Other	1	0	+1

During Fiscal Year 1975, nine companies received prime contract awards of \$1 billion or more. Of the companies in this group, Grumman Corp. showed the most significant change from last year moving up from twelfth to fifth position. The nine companies and a brief description of their work being performed for the DoD are as follows:

Lockheed Aircraft Corp., in second place last year, heads the list this year with \$2,080 million, or 5.3 percent of the total. This was an increase of \$616 million from Fiscal Year 1974. Major contracts were for the S-3 Viking aircraft, Trident and Poseidon missiles, submarine tenders, and space vehicles.

Boeing Co., in sixth place last year moved to second position this year as the volume of contracts awarded rose by \$485 million. Total awards received by this company during Fiscal Year 1975 amounted to \$1,561 million or 4.0 percent of the total. Major contracts were for the AWACS, Minuteman missile, B-52 Stratofortress, and the J9-C tanker aircraft.

United Technologies Corp. (formerly United Aircraft Corp.), in fourth place last year, moved into third position with awards of \$1,407 million or 3.6 percent of the total, an increase of \$195 million over Fiscal Year 1974. Major contract awards were for the F-15 and F-111 aircraft engines.

McDonnell Douglas Corp., in third place last year, dropped to fourth position although awards of \$1,398 million or 3.5 percent of the total were \$89 million higher than during Fiscal Year 1974. Major aircraft contracts were for the F-4 Phantom, F-15 Eagle, and the A/TA-4 Skyhawk.

Grumman Corp., in twelfth place last year, moved to fifth place during Fiscal Year 1975 receiving \$1,343 million or 3.4 percent of the total. The increase of \$656 million was the largest dollar change during Fiscal Year 1975. Major work was for the F-14 Tomcat, A/EA-6 Intruder, and the E-2 Hawkeye aircraft.

General Dynamics Corp., in first place during Fiscal Year 1974, dropped to sixth place this year with awards of \$1,289 million or 3.2 percent of the total compared with \$1,853 million and 5.4 percent last year. The major work for this company was for the Trident submarine.

General Electric Co., in fifth place last year, moved to seventh position, receiving awards of \$1,264 million or 3.2% of the total, a \$53 million increase from Fiscal Year 1974. Nuclear reactors and aircraft engines were the major work for this company.

Litton Industries, Inc., dropped from seventh to eighth place with awards of \$1,038 million or 2.6 percent of the total. Total awards during Fiscal Year 1974 amounted to \$926 million. Major awards were for nuclear reactors and the DD-963 Class destroyer.

Hughes Aircraft Co., in eighth place last year moved into ninth place during Fiscal Year 1975 receiving \$1,026 million or 2.6 percent of the total compared with \$825 million and 2.4 percent last year. Major contract awards were for guided missile control systems for the F-14 Tomcat, and the Maverick, Phoenix, and Tow missiles.

**NOTE:** Included in the overall U. S. Total are DoD contracts for the Civilian Health and Medical Program of the Uniformed Services (CHAMPUS) which consist of insurance companies and non-profit organizations. Although the volume of dollars representing CHAMPUS contracts have been included in the total for all U. S. companies, the contractors involved in this program have not been selected for the top 100 list. At least two (Mutual of Omaha Insurance Co. and California Physicians Service) would qualify on the basis of total dollar volume



INDEX OF 100 PARENT COMPANIES WHICH WITH THEIR SUBSIDIARIES RECEIVED THE  
LARGEST DOLLAR VOLUME OF MILITARY PRIME CONTRACT AWARDS IN FISCAL YEAR 1975

RANK	PARENT COMPANY	RANK	PARENT COMPANY
90.	A T O, INC	62.	JOHNS HOPKINS UNIVERSITY (NI)
72.	AEROSPACE CORP (NI)	69.	KIDDE WALTER + CO INC
77.	ALGERNON BLAIR INC	17.	L T V CORP
75.	AMERAPPA HESS CORP	27.	LEAR SIEGLER INC
69.	AMERICAN MOTORS CORP	8.	LITTON INDUSTRIES, INC
14.	AMERICAN TELEPHONE + TELEGRAPH CO	1.	LOCKHEED AIRCRAFT CORP
100.	ASHLAND OIL INC	81.	LORAL CORP
73.	ATLANTIC RICHFIELD CO	20.	MARTIN MARIETTA CORP
68.	AUTOMATION INDUSTRIES, INC	56.	MASSACHUSETTS INSTITUTE TECHNOLOGY
50.	AVCO CORP	4.	MCDONNELL DOUGLAS CORP
76.	BENDIX CORP	66.	METRE (THE) CORP (NI)
2.	BOEING CO	33.	MOBIL OIL CORP
85.	BUPROUGHS CORP	66.	MOTOROLA INC
91.	CATERPILLAR TRACTOR CO	89.	NATIONAL PRESTO INDUSTRIES INC
75.	CHAMBERLAIN MFG CORP	52.	NORRIS INDUSTRIES
67.	CHARLES STARK DRAPER LABS INC	65.	NORTH AMERICAN PHILIPS CORP
26.	CHRYSLER CORP	12.	NORTHROP CORP
96.	CLAIR CORP	59.	OGDEN CORP
87.	COASTAL STATES GAS CORP	64.	PACIFIC RESOURCES INC
93.	COMPUTER SCIENCES CORP	58.	PAN AMERICAN WORLD AIRWAYS INC
92.	CONTINENTAL OIL CO	98.	PROCTOR + GAMBLE CO
68.	CONTROL DATA CORP	25.	R C A CORP
88.	CUTLER-HAMMER, INC	11.	RAYTHEON CO
79.	DAY + ZIMMERMAN INC	39.	REYNOLDS (RJ) INDUSTRIES, INC
57.	DUPONT E I DE NEMOURS + CO	10.	ROCKWELL INTERNATIONAL CORP
55.	E SYSTEMS, INC	45.	SANDERS ASSOCIATES INC
80.	EASTMAN KODAK CO	43.	SANTA FE ENGINEERS INC
74.	EMERSON ELECTRIC CO	83.	SHELL OIL CO
19.	EXXON CORP	63.	SIGNAL COMPANIES INC (THE)
40.	F M C CORP	32.	SINGER CO
76.	FATECHILD INDUSTRIES, INC	15.	SPEERY RAND CORP
27.	FORD MOTOR CO	22.	STANDARD OIL CO OF CALIF
6.	GENERAL DYNAMICS CORP	50.	STANDARD OIL OF INDIANA
7.	GENERAL ELECTRIC CO	78.	SVERDRUP + PARCEL + ASSOCS INC
95.	GENERAL FOODS CORP	84.	SYSTEM DEVELOPMENT CORP
16.	GENERAL MOTORS CORP	24.	T R W INC
34.	GENERAL TELEPHONE + ELECTN CORP	29.	TELEPHONE INC
77.	GENERAL TIRE + RUBBER CO	28.	TENNECO INC
46.	GOODYEAR TIRE + RUBBER CO	99.	TESORO PETROLEUM CORP
53.	GOULD, INC	31.	TEXACO INC
5.	GRUMMAN CORP	42.	TEXAS INSTRUMENTS INC
51.	GUAM OIL + REFINING CO INC	13.	TEXTRON INC
71.	GULF OIL CORP	54.	THIokol CORP
44.	HARPIS CORP	47.	TITAN GROUP INC
51.	HARSCO CORP	75.	TOWNE REALTY WORKFEL CORP ETAL JV
41.	HERCULES, INC	96.	UNIROVAL INC
23.	HONEYWELL INC	3.	UNITED TECHNOLOGIES CORP
9.	HUGHES AIRCRAFT CO	70.	VINMELL CORP
18.	INTERNATIONAL BUSINESS MACHINES CO	21.	WESTINGHOUSE ELECTRIC CORP
30.	INTERNATIONAL TELEPHONE + TEL CORP	97.	XEROX CORP

100 COMPANIES AND THEIR SUBSIDIARIES LISTED ACCORDING TO  
NET VALUE OF MILITARY PRIME CONTRACT AWARDS

FISCAL YEAR 1975  
(1 JULY 1974 - 30 JUNE 1975)

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
	U. S. TOTAL <u>a/</u>	\$39,500,615 =====	100.00	100.00
	TOTAL, 100 COMPANIES + THEIR SUBSIDIARIES <u>b/</u>	27,138,033 =====	68.70	68.70
1.	LOCKHEED AIRCRAFT CORP LOCKHEED ELECTRONICS CO, INC LOCKHEED MISSILES + SPACE CO INC LOCKHEED SHIPBUILDING CONSTRUCTION MURDOCK MACHINE + ENGR CO OF TEXAS	894,597 45,580 886,631 253,380 115 -----		
	TOTAL	2,080,303	5.27	5.27
2.	BOEING CO BOEING COMPUTER SERVICES INC BOEING INTL CORP BOEING SERVICES INTERNATIONAL INC BOEING VERTEL CO	1,432,058 2,751 14,207 2,020 109,791 -----		
	TOTAL	1,560,827	3.95	9.22
3.	UNITED TECHNOLOGIES CORP ESSEX INTERNATIONAL, INC PRATT + WHITNEY AIRCRAFT OF WVA TERMINAL COMMUNICATIONS, INC	1,401,953 244 4,991 259 -----		
	TOTAL	1,407,447	3.56	12.78
4.	MCDONNELL DOUGLAS CORP	1,397,939	3.54	16.32
5.	GRUMMAN CORP AERO DATA, INC GRUMMAN AEROSPACE CORP GRUMMAN DATA SYSTEMS CORP	23,271 14 1,319,831 219 -----		
	TOTAL	1,343,335	3.40	19.72
6.	GENERAL DYNAMICS CORP DATAGRAPHIX CORP STROMBERG CARLSON CORP STROMBERG DATAGRAPHIX, INC	1,280,105 63 2,854 5,734 -----		
	TOTAL	1,288,756	3.26	22.98
7.	GENERAL ELECTRIC CO INTERMAGNETICS GENERAL CORP MANAGEMENT + TECHNICAL SERVICES CO	1,262,653 456 1,071 -----		
	TOTAL	1,264,180	3.20	26.18
8.	LITTON INDUSTRIES, INC MUMONT AVIATION ASSOCIATES LITTON BUSINESS SYSTEMS, INC LITTON EDUCATIONAL PWR CO, INC LITTON MEDICAL PRODUCTS, INC	300,598 107 173 16 167 -----		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
8.	LITTON INDUSTRIES, INC LITTON PRECISION PRODS INTL INC LITTON SYSTEMS INC MONROE CALCULATING CO MONROE INTERNATIONAL INC WESTERN GEOPHYSICAL CO OF AMERICA	158 736,404 236 57 134		
	TOTAL	1,038,050	2.63	28.81
9.	HUGHES AIRCRAFT CO HUGHES RESEARCH LABS. SANTA BARBARA RESEARCH CENTER SUMMA CORP	1,004,759 687 1,431 18,744		
	TOTAL	1,025,021	2.60	31.41
10.	ROCKWELL INTERNATIONAL CORP COLLINS INTERNATIONAL SERVICE CO M G O GRAPHIC SYSTEMS INC UNICOM SYSTEMS INC	732,145 43 104 14		
	TOTAL	732,306	1.85	33.26
11.	RAYTHEON CO TOWA MFG CO OF CEDAR RAPIDS IOWA LORAC SERVICE CORP MACHLETT LABORATORIES INC RAYTHEON EDUCATIONAL SYSTEMS CO RAYTHEON EUROPE ELECTRONICS CO RAYTHEON SERVICE CO SEISMOGRAPH SERVICE CORP UNITED ENGINEERS + CONSTRUCTORS	665,368 132 11 1,968 7,831 436 4,677 40 103		
	TOTAL	680,566	1.72	34.98
12.	NORTHROP CORP ALABAMA INDUSTRIES, INC NORTHROP WORLDWIDE ACFT SVCS INC PAGE COMMUNICATIONS ENGINEERS INC SIGNAL HILL ELECTRIC INC WARNECKE ELECTRON TUBES, INC	587,478 3,296 27,970 500 33 947		
	TOTAL	620,324	1.57	36.55
13.	TEXTRON INC	545,904	1.38	37.93
14.	AMERICAN TELEPHONE + TELEGRAPH CO CHESAPEAKE + POTOMAC TEL CO OF DC ILLINOIS BELL TEL CO INDIANA BELL TEL CO, INC MICHIGAN BELL TEL CO MOUNTAIN BELL TELEPHONE CO NEW ENGLAND TEL + TEL CO NEW JERSEY BELL TELEPHONE CO NEW YORK TELEPHONE CO NORTHWESTERN BELL TELEPHONE CO OHIO BELL TELEPHONE CO PACIFIC NORTHWEST BELL TELEPHONE PACIFIC TELEPHONE + TELEGRAPH CO SOUTH CENTRAL BELL TEL CO SOUTHERN BELL TELEPHONE + TELEGRAPH SOUTHWESTERN BELL TELEPHONE TELETYPE CORP	231,381 28,938 294 22 177 5,807 776 311 334 348 885 397 2,224 1,600 2,373 4,774 7,847		

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
14.	AMERICAN TELEPHONE + TELEGRAPH CO WESTERN ELECTRIC CO INC	221,588		
	TOTAL	510,076	1.29	39.22
15.	SPERRY RAND CORP SPERRY FLIGHT SYSTEMS SPERRY MICROWAVE COMPONENTS	436,294 751 59		
	TOTAL	437,103	1.11	40.33
16.	GENERAL MOTORS CORP	390,385	0.99	41.32
17.	L T V CORP JONES + LAUGHLIN STEEL CORP KENTON HAWAII LTD L T V AEROSPACE CORP WILSON + CO INC	1,927 1,018 22,073 329,998 11,292		
	TOTAL	366,208	0.93	42.25
18.	INTERNATIONAL BUSINESS MACHINES CO I B M DEUTSCHLAND GMBH	360,018 68		
	TOTAL	360,086	0.91	43.16
19.	EXXON CORP ESSO A G ESSO ITALIANA S P A ESSO PETROL CO LTD ESSO S A F ESSO STANDARD OIL CO S A ESSO STANDARD THAILAND LTD EXXON RESEARCH + ENGINEERING CO	288,681 25,824 14,238 45 143 432 422 544		
	TOTAL	330,329	0.84	44.00
20.	MARTIN MARIETTA CORP MARTIN MARIETTA ALUMINUM INC MARTIN MARIETTA ALUMINUM SALES INC	265,292 441 54,539		
	TOTAL	320,272	0.81	44.81
21.	WESTINGHOUSE ELECTRIC CORP THERMO KING CORP URBAN SYSTEMS DEV CORP WEDCO CORP WESTINGHOUSE ELECTRIC SUPPLY CO WESTINGHOUSE LEARNING CORP	313,747 44 269 28 298 129		
	TOTAL	314,515	0.80	45.61
22.	STANDARD OIL CO OF CALIF CALTEX ASIA LTD CALTEX NEW ZEALAND LTD CALTEX OIL PRODUCTS CO CALTEX OIL THAILAND LTD CALTEX OVERSEAS LTD CHEVRON ASPHALT CO CHEVRON CHEMICAL CO CHEVRON OIL CO	103,776 363 37 126,841 15,592 1,159 908 10 52,700	c/ c/ c/ c/ c/	
	TOTAL	301,386	0.76	46.37

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL
23.	HONEYWELL INC HONEYWELL INFORMATION SYSTEMS, INC	232,304 59,161	
	TOTAL	291,465	0.74
24.	T R W INC DE LEUW CATHER + CO GLORE INDUSTRIES INC RAMSEY CORP T R W COLORADO ELECTRONICS, INC VIDAR CORP	284,285 102 406 42 909 433	
	TOTAL	286,177	0.77
25.	R C A CORP AUTOMATED INSTRUCTION INC CORONET INDUSTRIES, INC HERTZ AUTOVERMIETUNG GESELLSCHAFT HERTZ CORP MADISON FURNITURE INDUSTRIES R C A ALASKA COMMUNICATIONS INC R C A GLOBAL COMMUNICATIONS, INC RANDOM HOUSE, INC SHELBY WILLIAMS INDUSTRIES, INC	258,867 13 86 21 84 91 7,135 19,491 11 304	
	TOTAL	286,107	0.77
26.	CHRYSLER CORP CHRYSLER OUTBOARD CORP	275,459 7,096	
	TOTAL	282,555	0.77
27.	FORD MOTOR CO AERONAUTIC FORD CORP	4,306 254,865	
	TOTAL	259,171	0.66
28.	TENNECO INC CASE (JTI) CO CASE POWER + EQUIPMENT LTD GAS EQUIPMENT ENGRS, INC NEWPORT NEWS SHIPBLD + DRY DOCK CO TENNECO CHEMICALS, INC	5,208 2,883 77 74 233,357 133	
	TOTAL	241,732	0.61
29.	TELEDYNE INC ELECTRO DEVELOPMENT CO TELEDYNE BATTERY PRODUCTS TELEDYNE BROWN ENGINEERING TELEDYNE C & E TELEDYNE CAMERA SYSTEMS TELEDYNE COLUMBIA SUMMERILL TELEDYNE CONTROLS TELEDYNE CRYSTALONICS TELEDYNE ELECTRONICS TELEDYNE GEOTECH TELEDYNE HANAU ENGINEERING TELEDYNE HASTINGS RAYDIST TELEDYNE HYDRA POWER TELEDYNE INDUSTRIES, INC TELEDYNE ISOTOPIES TELEDYNE LANDIS MACHINE CO TELEDYNE M & C TELEDYNE MATERIALS RESEARCH TELEDYNE MCKAY	30,000 43 926 9,627 14,284 591 20 728 19 6,431 96 67 10 814 160,061 1,484 28 1,911 74 75	

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
29.	TELEDYNE INC			
	TELEDYNE MID AMERICA CORP	228		
	TELEDYNE MOND THANE	20		
	TELEDYNE NEOSHO	5,044		
	TELEDYNE PHILBRICK	14		
	TELEDYNE FINES	11		
	TELEDYNE REPUBLIC MFG	307		
	TELEDYNE SEMICONDUCTOR	30		
	TELEDYNE SPRAGUE ENGINEERING	1,601		
	TELEDYNE TELEMETRY CO	206		
	TELEDYNE THERMATICS	114		
	TELEDYNE VASCO	26		
	TELEDYNE WAH CHANG	1,220		
	TELEDYNE WISCONSIN MOTOR	90		
	TOTAL	236,143	0.60	51.14
30.	INTERNATIONAL TELEPHONE + TEL CORP	106,780		
	AEROSPACE CONTROLS	17		
	FEDERAL ELECTRIC CORP	53,144		
	I T T APTIC SERVICES, INC	27,200		
	I T T BARTON	230		
	I T T CONTINENTAL BAKING CO	4,982		
	I T T DECCA MARINE, INC	61		
	I T T EDUCATIONAL SERVICES, INC	25		
	I T T ELECTRO PHYSICS LABORATORIES	2,153		
	I T T GENERAL CONTROLS, INC	429		
	I T T GILFILLAN INC	22,481		
	I T T GWALTNEY INC	2,336		
	I T T HAMMEL DAHL	28		
	I T T HARPER, INC	584		
	I T T MENZE SERVICE	23		
	I T T JENNINGS	151		
	I T T LAWLER	12		
	I T T MACKAY MARINE	121		
	I T T SHERATON CORP OF AMERICA	719		
	I T T TELECOMMUNICATIONS	323		
	I T T WORLD COMMUNICATIONS, INC	10,725		
	J C C PUMP CO INC	473		
	TOTAL	233,397	0.59	51.73
31.	TEXACO INC	34,764		
	CALTEX ASIA LTD	362	c/	
	CALTEX NEW ZEALAND LTD	37	c/	
	CALTEX OIL PRODUCTS CO	126,441	c/	
	CALTEX OIL THAILAND LTD	15,591	c/	
	CALTEX OVERSEAS LTD	1,158	c/	
	DEUTSCHE TEXACO VERKAUF GMBH	5,361	c/	
	JEFFERSON CHEMICAL CO INC	1,461		
	TEXACO EXPORT INC	40,483		
	TEXACO OPERATIONS (EUROPE), LTD	24		
	TEXACO PUERTO RICO INC	15		
	TOTAL	226,501	0.57	52.30
32.	SINGER CO	208,186		
	H R S SINGER, INC	5,667		
	LAYNE ATLANTIC CO	14		
	M + M COMPUTER INDUSTRIES INC	24		
	SINGER COMPUTER GMBH	11		
	TOTAL	213,902	0.54	52.84

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
33.	MORIL OIL CORP MORIL OIL PHILIPPINES, INC	204,017 13		
	TOTAL	204,030	0.52	53.36
34.	FAIRCHILD INDUSTRIES, INC AMERICAN SATELLITE CORP	189,735 1,976		
	TOTAL	191,711	0.49	53.85
35.	AMERADA HESS CORP HESS OIL VIRGIN ISLANDS CORP	47,251 143,290		
	TOTAL	190,541	0.48	54.33
36.	BENDIX CORP AMERICAN FOREST PRODUCTS CORP BENDIX AUTOLITE CORP BENDIX FIELD ENGINEERING CORP FRAM CORP SKAGIT CORP	174,024 133 369 5,577 410 12		
	TOTAL	180,529	0.46	54.79
37.	GENERAL TIRE + RUBBER CO AEROJET GENERAL CORP CHEMICAL CONSTRUCTION CORP FRONTIER AIRLINES INC	54,281 111,950 2,672 60		
	TOTAL	168,963	0.43	55.22
38.	GENERAL TELEPHONE + ELECTN CORP G T E AUTOMATIC ELECTRIC INC G T E INFORMATION SYSTEMS, INC G T E LABORATORIES, INC G T E LENKURT, INC G T E SYLVANIA INC GENERAL TELEPHONE CO OF FLORIDA GENERAL TELEPHONE CO OF SOUTHEAST GENERAL TELEPHONE CO OF SOUTHWEST HAWAIIAN TELEPHONE CO SYLVANIA MINATURE LIGHTING PRODUCT ULTRONIC SYSTEMS CORP	134 1,411 4,149 97 347 148,549 192 291 58 9,815 157 40		
	TOTAL	165,240	0.42	55.64
39.	REYNOLDS (RJR) INDUSTRIES, INC RJR FOODS, INC SEA-LAND SERVICE, INC	37,194 1,920 114,840		
	TOTAL	153,954	0.39	56.03
40.	F M C CORP	144,693	0.37	56.40
41.	HERCULES, INC WASKON, INC WAVEG INDUSTRIES INC	143,547 676 126		
	TOTAL	144,349	0.37	56.77
42.	TEXAS INSTRUMENTS INC	144,975	0.36	57.13

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
43.	SANTA FE ENGINEERS INC	143,944	0.36	57.49
44.	HARRIS CORP	141,403		
	HARRIS COMPUTER SYSTEMS INC	198		
	HARRIS DATA COMMUNICATIONS INC	69		
	TOTAL	141,670	0.36	57.85
45.	SANDERS ASSOCIATES INC	141,142	0.36	58.21
46.	GOODYEAR TIRE + RUBBER CO	91,886		
	GOODYEAR AEROSPACE CORP	39,647		
	MOTOR WHEEL CORP	3,555		
	TOTAL	135,083	0.34	58.55
47.	TITAN GROUP INC			
	SOVEPIGN CONSTRUCTION CO LTD OF NJ	504		
	STEWART MECHANICAL ENTERPRISES INC	1,091		
	T G I CONSTRUCTION CORP	13,836		
	TITAN ATLANTIC CONSTRUCTION CO	15,769		
	TITAN CENTRAL STATES CONST CORP	33,565		
	TITAN MIDWEST CONSTRUCTION CORP	9,892		
	TITAN MOUNTAIN STATES CONST CORP	16,488		
	TITAN SOUTHEAST CONSTRUCTION CORP	26,734		
	TITAN SOUTHERN STATES CONST CORP	8,151		
	TOTAL	126,030	0.32	58.87
48.	CONTROL DATA CORP	115,107		
	RADIO SPECIALISTS CO	16		
	SERVICE BUREAU CORP THE	40		
	SYNTRONIC TECHNOLOGY INC	19		
	TOTAL	115,178	0.29	59.16
49.	AMERICAN MOTORS CORP	34		
	A M GENERAL CORP	114,250		
	MERCURY PLASTICS CO	194		
	TOTAL	114,478	0.29	59.45
50.	STANDARD OIL OF INDIANA			
	AMOCO CHEMICALS CORP	117		
	AMOCO FABRICS CORP	156		
	AMOCO OIL CO	108,252		
	AMOCO UNITED KINGDOM	3,759		
	TOTAL	112,284	0.28	59.73
51.	GUAM OIL + REFINING CO INC	109,796	0.28	60.01
52.	MORRIS INDUSTRIES	100,610		
	CONNELL BROS CO LTD	6,988		
	PRESSED STEEL TANK CO, INC	176		
	TOTAL	106,966	0.27	60.28



RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
53.	GOULD, INC CLEVITE CORP	100,542 10		
	TOTAL	100,552	0.25	60.53
54.	THIokol CORP	100,464	0.25	60.78
55.	E SYSTEMS, INC SERV AIR INC	99,173 952		
	TOTAL	100,125	0.25	61.03
56.	MASSACHUSETTS INSTITUTE TECHNOLOGY	97,863	0.25	61.28
57.	DUPONT E I DE NEMOURS + CO ENDO LABORATORIES, INC REMINGTON ARMS CO, INC	13,671 148 83,549		
	TOTAL	97,368	0.25	61.53
58.	PAN AMERICAN WORLD AIRWAYS INC	95,664	0.24	61.77
59.	OGDEN CORP AVONDALE SHIPYARDS INC INTERNATIONAL TERMINAL OP CO INC SMS INSTRUMENTS, INC SOUTHERN STEVEDORING CORP TILLIE LEWIS FOODS INC	89,747 2,067 413 569 691		
	TOTAL	93,487	0.24	62.01
60.	AVCO CORP AVCO EMBASSY PICTURES CORP AVCO EVERETT RESEARCH LABORATORY	86,731 21 6,440		
	TOTAL	93,192	0.24	62.25
61.	HARSCO CORP	91,541	0.23	62.48
62.	JOHNS HOPKINS UNIVERSITY (N)	91,138	0.23	62.71
63.	SIGNAL COMPANIES INC (THE) DUNHAM RUSH INC GARRETT CORP MACK TRUCKS INC PETROLEUM HEAT + POWER CO, INC PRECISION RUBBER PRODUCTS CORP SOUTHLAND OIL CORP	747 87,022 1,003 1,639 11 5,015		
	TOTAL	90,037	0.23	62.94
64.	PACIFIC RESOURCES INC GASCO INC HAWAIIAN INDEPENDENT REFINERY INC	787 89,248		
	TOTAL	89,635	0.23	63.17

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
65.	NORTH AMERICAN PHILIPS CORP	222		
	AMPEREX ELECTRONIC CORP	1,501		
	ANCHOR BRUSH CO INC	52		
	KULKA ELECTRIC CORP	25		
	MAGNAVOX CO	77,432		
	NORTH AMERICAN PHILIPS CONTROLS CO	637		
	NORTH AMERICAN PHILIPS LTG CORP	129		
	PHILIPS AUDIO VIDEO SYSTEMS CORP	5,779		
	PHILIPS ELECTRONIC INSTRUMENTS	237		
	PHILIPS MEDICAL SYSTEMS INC	143		
	PHILIPS ROXANE LABORATORIES INC	11		
	SMITH HARMON H INC	46		
	THOMPSON HAYWARD CHEMICAL CO	37		
	TOTAL	86,251	0.22	63.39
66.	MOTOROLA INC	85,694		
	MOTOROLA OVERSEAS CORP	97		
	TOTAL	85,791	0.22	63.61
67.	CHARLES STARK DRAPER LABS INC	84,837	0.21	63.82
68.	AUTOMATION INDUSTRIES, INC	79,547		
	AERO MECHANISM INC	14		
	FACILITIES MGMT CORP	1,082		
	G + H TECHNOLOGY, INC	231		
	TOTAL	80,874	0.20	64.02
69.	KIDDE WALTER + CO INC	5,096		
	AMERICAN DESK MFG CO	95		
	COLUMBIAN BRONZE CORP	64		
	CRAIG SYSTEMS CORP	2,582		
	CRANE HOIST ENGR CORP	26		
	DE LAUREAL ENGINEERS INC	11		
	DURA CORP	28		
	FENWAL INTERNATIONAL CORP	624		
	FERGUSON PROPELLER + RECOND, INC	900		
	FIREMASTER INC	11		
	GIPE ALBERT R + ASSOCIATES INC	215		
	UNITED STATES LINES INC	71,143		
	TOTAL	80,795	0.20	64.22
70.	VINNELL CORP	80,098	0.20	64.42
71.	GULF OIL CORP	63,177		
	CARIBBEAN GULF OIL CO	1,482		
	GULF IRAN CO	1,398		
	GULF OIL TERMINAL CO	24		
	GULF OIL TRADING CO	8,684		
	GULF PETROLEUM SA PANAMA	696		
	INDUSTRIAL ASPHALT INC	103		
	JONES (T A D) + CO, INC	2,874		
	KOREA OIL CORP	9		
	PITTSBURG MIDWAY COAL MINING CO	164		
	TOTAL	78,531	0.20	64.62

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
72.	AEROSPACE CORP (N)	72,181	0.20	64.82
73.	ATLANTIC RICHFIELD CO WRIGHT OIL CO INC	72,819 33		
	TOTAL	72,852	0.18	65.00
74.	EMERSON ELECTRIC CO	71,971	0.18	65.18
75.	TOWNE REALTY MOERFEL CORP ETAL JV	71,230	0.18	65.36
76.	CHAMBERLAIN MFG CORP	70,420	0.18	65.54
77.	ALGERNON BLAIR INC	69,576	0.18	65.72
78.	SVERDRUP + PARCEL + ASSOCS INC ARO INC	1,118 67,822		
	TOTAL	68,940	0.17	65.89
79.	DAY + ZIMMERMAN INC	67,067	0.17	66.06
80.	EASTMAN KODAK CO EASTMAN KODAK STORES INC KODAK EXPORT, LTD	62,783 87 16		
	TOTAL	62,886	0.16	66.22
81.	LOPAL CORP CONIC CORP	57,177 3,909		
	TOTAL	61,286	0.16	66.38
82.	LEAR SIEGLER INC AMERICAN AVITRON, INC	56,210 134		
	TOTAL	56,348	0.14	66.52
83.	SHELL OIL CO INTERNATIONAL LUBRICANT CORP	51,867 1,048		
	TOTAL	52,915	0.13	66.65
84.	SYSTEM DEVELOPMENT CORP	52,316	0.13	66.78
85.	BURROUGHS CORP	50,325	0.13	66.91
86.	MITRE (THE) CORP (N)	49,613	0.13	67.04

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
87.	COASTAL STATES GAS CORP COASTAL STATES MARKETING, INC GLEN PETROLEUM CORP LO-VACA GATHERING CO UNION PETROLEUM CORP	39,709 199 3,555 5,686		
	TOTAL	49,149	0.12	67.16
88.	CUTLER-HAMMER, INC CONTROL SWITCH, INC	48,960 60		
	TOTAL	49,020	0.12	67.28
89.	NATIONAL PRESTO INDUSTRIES INC	48,607	0.12	67.40
90.	A T O, INC HARTMAN ELECTRICAL MFG CO HARTMAN SYSTEMS CO, INC HUBER CORP INTERSTATE ELECTRONICS CORP	3,488 264 1,111 10 43,630		
	TOTAL	48,503	0.12	67.52
91.	CATERPILLAR TRACTOR CO CATERPILLAR MITSUBISHI LTD CATERPILLAR OF DELAWARE, INC TOMMOTOR CORP	47,475 11 19 100		
	TOTAL	47,605	0.12	67.64
92.	CONTINENTAL OIL CO CONCO INTERNATIONAL INC DOUGLAS OIL CO OF CALIFORNIA	25,337 1,219 20,939		
	TOTAL	47,495	0.12	67.76
93.	COMPUTER SCIENCES CORP ENVIRONMENTAL RESEARCH CORP	47,414 28		
	TOTAL	47,442	0.12	67.88
94.	UNIROYAL INC	46,889	0.12	68.00
95.	GENERAL FOODS CORP	46,324	0.12	68.12
96.	CLABIR CORP FLINCHBAUGH PRODUCTS INC	45,795		
	TOTAL	45,795	0.12	68.24
97.	XEROX CORP FUJI-XEROX CO, LTD GINN & CO KOREA XEROX CO LTD RANK XEROX LTD XEROX DATA SYSTEMS, INC XEROX UNIVERSITY MICROFILMS, INC	42,525 673 88 271 434 971 43		
	TOTAL	45,005	0.11	68.35

RANK	COMPANIES	THOUSANDS OF DOLLARS	PERCENT OF U.S. TOTAL	CUMULATIVE PERCENT OF U.S. TOTAL
98.	PROCTOR + GAMBLE CO	4,038		
	FOLGER COFFEE CO	40,649		
	PROCTOR + GAMBLE DISTRIBUTING CO	-----		
	TOTAL	44,687	0.11	68.46
99.	TESORO PETROLEUM CORP	26,687		
	PETROLEUM DISTRIBUTING CO INC	89		
	TESORO ALASKAN PETROLEUM CORP	17,769		
	TOTAL	-----		
		44,545	0.11	68.57
100.	ASHLAND OIL INC	39,937		
	ASHLAND CHEMICAL CO	393		
	ASHLAND CONSTRUCTION CO	239		
	BARRIS CONSTRUCTION CO	400		
	EASTERN SEABOARD PETROLEUM CO, INC	547		
	FINLEY (SAH), INC	48		
	FISHER CHEMICAL CO, INC	884		
	SOUTHERN STATES ASPHALT CO	342		
	STEVENS CO	1,731		
	WARREN BROTHERS CO	333		
	TOTAL	-----		
		44,754	0.11	68.68

#### FOOTNOTES:

- a/ Net value of new procurement actions minus cancellations, terminations and other credit transactions. The data include debit and credit procurement actions of \$10,000 or more, under military supply, service and construction contracts for work in the U. S. plus awards to listed companies and other U. S. companies for work overseas.

Procurement actions include definitive contracts, the obligated portions of letter contracts, purchase orders, job orders, task orders, delivery orders, and any other orders against existing contracts. The data do not include that part of indefinite quantity contracts that have not been translated into specific orders on business firms, nor do they include purchase commitments or pending cancellations that have not yet become mutually binding agreements between the government and the company.

- b/ The assignment of subsidiaries to parent companies is based on stock ownership of 50% or more by the parent company, as indicated by data published in standard industrial reference sources. The company totals do not include contracts made by other U. S. Government agencies and financed with Department of Defense funds, or contracts awarded in foreign nations through their respective governments. The company names and corporate structures are those in effect as of 30 June 1974 and for purposes of this report company names have been retained unless specific knowledge was available that a company had been merged into the parent or absorbed as a division with loss of company identity. Only those subsidiaries are shown for which procurement actions have been reported.
- c/ Stock ownership is equally divided between Standard Oil Co. of California and Texaco, Inc.; half of the total of military awards is shown under each of the parent companies.